

# Building a Bridge to Bankability

How LPO helps finance innovative clean energy, advanced transportation, and tribal energy projects in the United States, moving technologies along the final milestones to full market acceptance.





## Agenda

- What LPO Does | Building a Bridge to Bankability Application Activity
- What LPO Offers | The Value of Working with LPO
- LPO Financing | Innovative Clean Energy Advanced Transportation Tribal Energy
- LPO's Portfolio | A Record of Success at Derisking Clean Energy Technologies
- **LPO's Impact** | Catalyzing Markets Reducing Emissions Creating Jobs
- Open for Business | The Next Generation of LPO Financing
- Working with LPO | The Loan Transaction Process





## **What LPO Does**

## **A Bridge to Bankability**



There are many areas that are mature from a technology standpoint but not mature from an access to capital standpoint that's a nexus where there's a clear mandate for LPO to participate.

— LPO Director Jigar Shah



The U.S. Department of Energy Loan Programs Office (LPO) finances innovative clean energy, advanced transportation, and tribal energy projects, serving as a bridge to bankability for breakthrough projects and technologies, derisking them at early stages of commercialization so they can reach full market acceptance.



## The Bridge to Bankability

Providing financing for technologies to go the last mile to reach full market acceptance

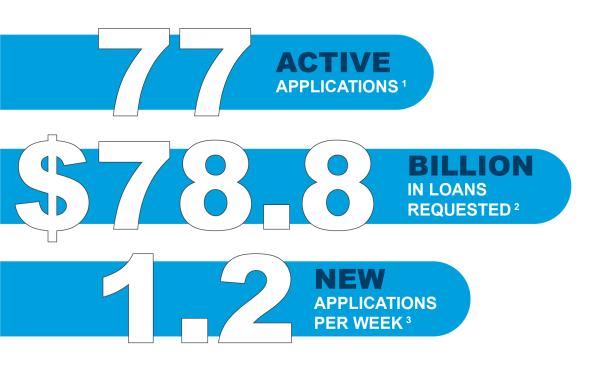






## **LPO Application Activity**

#### **May 2022**



#### <u>Notes</u>

All data updated through May 31, 2022.

For more details and a list of technology areas of interest within each LPO tech sector, see: Energy.gov/LPO/MAAR

- 1) Active applications are defined as completed submissions through LPO's online application portal.
- Individual requested loan amounts are estimated and potential, subject to change, and not necessarily representative of final financing terms.
   Requested loan amounts in current active applications do not affect available LPO loan authority. Figure rounded down to the nearest \$0.1 billion.
- 3) Current rolling average of new active applications per week over the previous 24 weeks. Figure rounded down to the nearest 0.1 application per week.

## TOTAL AMOUNT OF LOANS REQUESTED BROKEN DOWN BY LPO TECH SECTORS

Storage	Advanced Nuclear	Trans- mission	P		ual ver its
	Biofuels	Onshore & Offshore Wind	Critical Materials	Renew- able Energy	Advanced Vehicles & Compo- nents
				Hydrogen	EV Charging



## **What LPO Offers**

### **Value-Added Financing**

The unique value of working with LPO for clean energy technology financing

LPO loans and loan guarantees are differentiated in the clean energy debt capital marketplace in three primary ways:



#### **Access to Patient Capital**

that private lenders cannot or will not provide.



Flexible Financing customized for the specific needs of individual borrowers.



#### **Committed DOE Partnership**

offering specialized expertise to borrowers for the lifetime of the project.



## **LPO Financing**

### **How We Build the Bridge**

LPO provides **loans and loan guarantees** to projects that have demonstrated potential to **accelerate the decarbonization** of the U.S. economy, focusing on those that combine **clean energy technology** with **effective financial models**.

## **Innovative Clean Energy**

#### Loan Guarantees

**Title 17 Program** 

- Innovative Clean Energy | \$2.5 Billion
- Innovative Fossil Energy | \$8.5 Billion
- Innovative Nuclear Energy | \$10.9 Billion

## Advanced Transportation

#### Loans & Loan Guarantees

ATVM & Title 17 Programs

- Manufacturing | \$17.7 Billion in ATVM loans
- Deployment | Eligible for the same \$2.5 Billion in Innovative Clean Energy loan guarantees as above

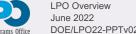
#### **Tribal Energy**

Loans & Loan Guarantees

**TELGP Program** 

Tribal Energy Projects | Up to \$2.0 Billion





## **Innovative Clean Energy**

Loan guarantees for the deployment of innovative energy projects at commercial scale

#### **Eligibility**

## The Title 17 program can consider innovative clean energy projects that:

- 1. Use innovative technology.
- 2. Reduce, avoid, or sequester greenhouse gas emissions or air pollutants.
- 3. Are located in the U.S.
- 4. Provide reasonable prospect of repayment.

#### **Loan Guarantee Features**

- LPO can offer 100% guarantee of U.S.
   Treasury's Federal Finance Bank (FFB) loans or partial guarantees of commercial loans.
- Senior secured debt priced competitively with commercial rates.
- DOE can serve as sole lender or as a co-lender.
- Structures may include project finance, structured corporate, corporate or warehousing lines.



## **Advanced Transportation**

#### **ATVM & Title 17**

Manufacturing and deployment of advanced vehicles, components, and infrastructure

#### **Manufacturing (ATVM)**

## Access to affordable capital via Advanced Technology Vehicles Manufacturing (ATVM) program loans to build:

- New facilities or reequip/modernize/expand existing facilities in the U.S. and/or related engineering integration for eligible vehicles
- Light-duty vehicles that meet specified fuel economy requirements or ultra-efficient vehicles.\*
- Applicable across the value chain including materials, components, suppliers, OEMs, EV charging or alternative fueling infrastructure.

#### **Deployment (TITLE 17)**

## Access to capital for projects using innovative technology:

- Must meet all eligibility requirements of Title 17 Innovative Clean Energy Projects.
- Examples may include:
  - Deploying EV charging or alternative fueling infrastructure.
  - Deploying fleets of innovative vehicles.

\* NOTE: Manufacturing lending authority to be expanded to the manufacturing of medium- and heavy-duty vehicles, aviation, and marine vessels, pending appropriations.





## **Tribal Energy**

#### **TELGP**

Energy development projects via the Tribal Energy Loan Guarantee Program (TELGP)

#### **Eligibility**

#### **TELGP** can consider tribal energy projects that:

- 1. Are owned by a tribe or entity that is majority tribally owned and controlled.
- 2. Are seeking direct loans (through FY 2022) or partial guarantees of commercial loans.
- 3. Are located in the U.S. (Tribal or non-tribal land, single site or distributed).
- 4. Are financially viable. TELGP is not a grant program and the borrower will be required to invest equity in the project.
- 5. No innovation requirement.

#### **Technologies**

Projects employing commercial technology are preferred.

Technology areas of interest include, but are not limited to:

- Renewable Energy
- Transmission Infrastructure & Energy Storage
- Fossil Energy
- Transportation of Fuels

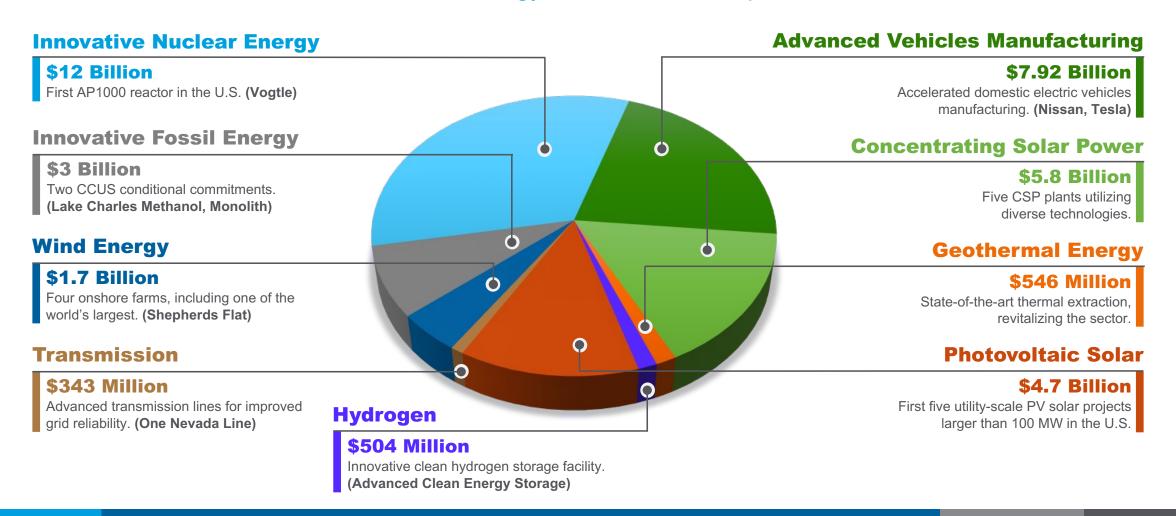




## LPO's Portfolio

### **Derisking Across Sectors**

Over \$36.5 billion in innovative clean energy & advanced transportation commitments and loans







## LPO's Impact

## Catalyzing U.S. Markets

Over a decade of success in building a bridge to clean energy commercialization

## **Renewables Innovation**

Financed large-scale, innovative wind, geothermal, and transmission projects across the West.

## **Advanced Auto Manufacturing**

Financed the upgrade of advanced auto manufacturing facilities across the Midwest, creating tens of thousands of jobs.

## Utility-Scale Solar

Financed 11 utilityscale solar projects across the Southwest, catalyzing the industry in the U.S.

#### Advanced Nuclear Energy

Financed the construction of the first new nuclear reactor in the U.S. in 30 years.





## LPO's Impact

### **Climate & Economy**

LPO-supported projects reduce greenhouse gas emissions and create American jobs

#### **CLIMATE & JOB IMPACTS**

**Attributable to LPO-Supported Projects\*** 



**EQUIVALENT TO:** 



OVER

1 MILLION
HOMES POWERED



4 MILLION TONS CO<sub>2</sub> DISPLACED







ADVANCED TECHNOLOGY VEHICLES PRODUCED

#### **EQUIVALENT TO:**



8.5 MILLION
GALLONS GASOLINE DISPLACED



11.2 MILLION TONS CO, DISPLACED



37,000
PERMANENT JOBS
CREATED



\* Realized through FY2021





## The Next Generation of LPO Financing

LPO is working with stakeholders across innovative clean energy and advanced transportation sectors



#### **Major Technology Sectors**

#### **Technology Areas of Interest**

Include, but are not limited to, the following:

• Vehicles • Components • Lightweighting • Manufacturing

Advanced Vehicles & Components	Venicies • Components • Lightweighting • Manufacturing
Biofuels	Advanced Biofuels    Biodiesel    Cellulosic Biofuels    Renewable Diesel     Sustainable Aviation Fuel (SAF)
Critical Materials	Extraction • Manufacturing • Mining • Processing • Recovery • Recycling
EV Charging	Electric Vehicle (EV) Charging Infrastructure Manufacturing & Deployment
Hydrogen	Generation • Infrastructure • Transportation
Onshore & Offshore Wind	Offshore Wind    Onshore Wind Infrastructure
Renewable Energy	Electrification    Geothermal    Hydrokinetics    Hydropower    Solar    Waste Conversion
Storage	<ul> <li>Electric Vehicle (EV) Battery Manufacturing</li> <li>Newer Battery Chemistries</li> <li>Flow Batteries</li> <li>Compressed Air Energy Storage</li> <li>Pumped Storage Hydropower</li> <li>Thermal Energy Storage</li> </ul>
Transmission	Grid Efficiency • Grid Reliability • High Voltage Direct Current (HVDC) Systems     Offshore Wind Transmission • Systems Sited Along Rail & Highway Routes
Virtual Power Plants	Grid Connected Distributed Energy Resources (DERs)
Advanced Fossil	Carbon Feedstock Waste Conversion • Fossil Infrastructure Repurposed/Hybrid     Hydrogen Generated From Fossil Sources • Industrial Decarbonization • Synfuel
ccus	Carbon Capture, Utilization & Storage (CCUS)    Carbon Dioxide Removal (CDR)
Advanced Nuclear	Small Modular Reactors • Micro Reactors • Nuclear Supply Chain • Nuclear Front-End
Tribal Energy	Energy Storage    Fossil Energy    Renewable Energy    Transmission Infrastructure     Transportation of Fuels



## **The LPO Loan Transaction Process**

LPO engages early with applicants and remains a partner throughout the lifetime of the loan



## **Pre-Application Consultations**

Meet with LPO for no-fee, preapplication consultations, including discussions on the application process and the proposed project.



#### **More Variable Timing**

Lengths of these stages vary greatly, depending on project complexity and readiness.



#### **Less Variable Timing**

Timing for these stages is largely fixed, with targeted timelines.

## Formal Application Submission

Title 17: Submit Part I application to determine technical eligibility (innovation and greenhouse gas emissions calculation). There is no review of business plan or financial structure in Part I. If invited, submit more thorough Part II application to determine project viability and ability to move into due diligence.

**ATVM:** Submit single application to determine basic eligibility and project viability.

**TELGP:** Tribal borrower engages with a commercial lender. Lender applies for a loan guarantee on behalf of Borrower and project.

#### **Due Diligence** & Term Sheet Negotiation

**Title 17 & ATVM:** Enter confirmatory due diligence and negotiate term sheet.

**TELGP:** Borrower, Lender, and DOE engage in confirmatory due diligence and term sheet negotiation.

**All Programs:** Any third-party advisor costs are paid for by the applicant.

#### Credit Approval Process

Formal approval process of the term sheet, including interagency consultations.

## **Conditional Commitment**

An offer by DOE of a term sheet to the borrower for a loan or loan guarantee subject to the satisfaction of certain conditions.

## Loan Closing & Project Monitoring

Negotiate and execute loan documents using the approved term sheet. Loan closing and funding are subject to conditions precedent in the executed loan documents.

Applicant pays applicable costs and fees. After loan closing, LPO monitors the loan.







## Let's Talk About Your Project

Contact LPO to see what financing options may be available for your project



Call or write to schedule a no-fee, pre-application consultation: 202-287-5900 | LPO@hq.doe.gov

Learn more about LPO and all of its financing programs at: **Energy.gov/LPO** 

**Energy.gov/LPO** 



